

**DEALMAKER | LAUNCHPAD**

# **15 Minutes to Your First Seller Leads**

**DEALMAKER WEALTH**  
— SOCIETY —

# 15 MINUTES TO YOUR FIRST SELLER LEADS

Hi, Carl Allen here.

In this document, I'm going to walk you through the #1 fastest way to originate your first deal.

It's very easy and will only take about 15 minutes, which is why it's the first deal origination method I'm sharing with you.

It's a great way to get a fast and easy win.

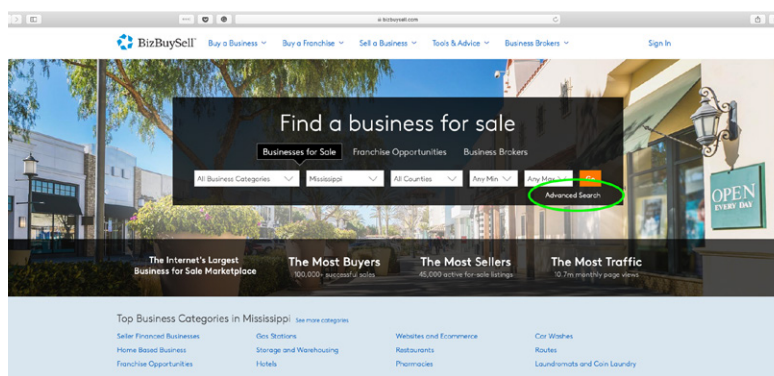
What is this deal origination method?

Broker websites.

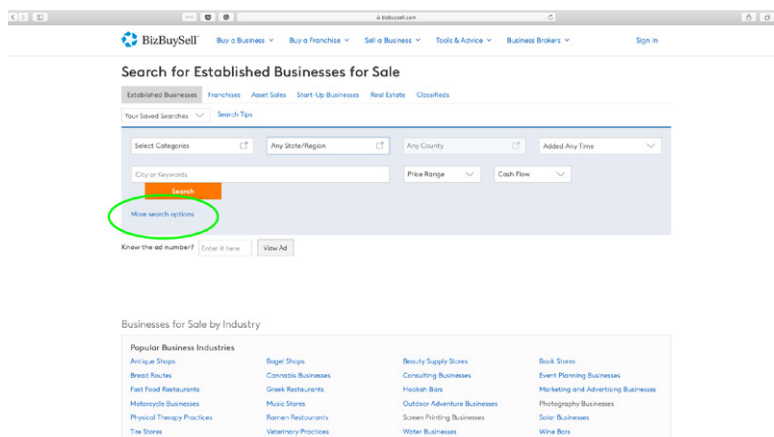
Specifically, today, I'm going to walk you through how to originate deals using BizBuySell.

Let's get started.

First, go [www.bizbuysell.com](http://www.bizbuysell.com) and click on "advanced search", then on "more search options".



Sell Your Business Online



Next, check “Hide home-based businesses”.

Then select the categories you’d like to search in.

The screenshot shows the BizBuySell website's search interface for established businesses. The 'Select Categories' dropdown menu is highlighted with a green circle. Below it, the 'Hide home-based businesses' checkbox is also highlighted with a green circle. Other search filters include 'Any State/Region', 'Any County', 'Added Any Time', 'City or Keywords', 'Price Range', 'Cash Flow', 'Revenue', 'Established After Year', 'No Broker Membership preference', and 'No Broker Certification preference'. A 'Search Businesses' button is located at the bottom of the search filters. Below the search filters, there is a section titled 'Businesses for Sale by Industry' with links to 'Antique Shops', 'Bagel Shops', 'Beauty Supply Stores', and 'Book Stores'.

I strongly recommend starting your search in one of these five sectors:

1. Engineering / manufacturing
2. Construction
3. Transportation and warehousing
4. Non-medical professional services (IT, PR, advertising, marketing, CPA, legal, wealth management)
5. E-commerce

And I recommend you AVOID these five business types:

1. Franchises
2. Hotels/motels
3. Coffee shops, cafes, bakeries, and similar businesses
4. Retail stores (not counting e-commerce stores)
5. Amazon businesses

Once you've selected your categories, you should then select a location.

Whether or not you search for businesses in your local area is up to you.

I personally own businesses all over the world...

And you can too, if you take the owner-investor route I teach in [my business buying programs](#).

Once you've selected a location, the next step is to ignore the "price range" field since the price of any business is highly negotiable...

And instead, go to the "revenue" fields and enter 1,000,000 for the minimum and 5,000,000 for the maximum.

Then, in the “cash flow” field, enter a minimum cash flow of \$150,000.

**BizBuySell** Buy a Business Buy a Franchise Sell a Business Tools & Advice Business Brokers Sign In

### Search for Established Businesses for Sale

Established Businesses Franchises Asset Sales Start-Up Businesses Real Estate Classifieds

Your Saved Searches Search Tips

Manufacturing 52 selected Any County Added Any Time

City or Keywords  
Rev. \$1M - \$5M

Established After Year: YYYY

No Broker Membership preference

No Broker Certification preference

**Search Businesses** Fewer search options

Price Range Cash: > \$150K Min. Cash Flow

Hide listings with no cash flow

Hide home-based business

Only show listings with:

Only show listings with:

Show relocatable listing

Know the ad number? Enter it here View Ad

Businesses for Sale by Industry

Popular Business Industries

Antique Shops Bagel Shops Beauty Supply Stores Book Stores

Once you’ve done that, click the orange “Search Businesses” button.

Your results page will look something like this:

**BizBuySell** Buy a Business Buy a Franchise Sell a Business Tools & Advice Business Brokers Sign In

Businesses For Sale > Manufacturing > 620 results

### Manufacturing Businesses For Sale

Established Businesses Franchises Asset Sales Start-Up Businesses Real Estate Classifieds

Modify Your Search Sort Save This Search

**Highly Profitable 67 Year Old Snack Food Manufacturer** \$795,000  
Cash Flow: \$216,067  
Very profitable business with substantial growth potential!  
Spokane, WA  
POTENTIAL INCOME: • Sellers Discretionary Cash Flow budgeted for 2019 \$260,000 with 2019 annual estimated sales of \$1.4 million. WHAT DOES THIS BUSINESS DO: • Supplies grocery store bulk bins, packaged grocery goods, food service, candy...

**Midwest Post-Press Production Company-With Real Estate--Price Reduced** \$795,000  
Cash Flow: \$290,000  
High Profit Margins-Talented Team in Place For New Owner  
Waukesha County, WI  
This profitable family-owned Midwest business manufactures high-quality bindings for the printing industry. BUSINESS OVERVIEW Specializing in spiral binding, this business offers quality products and a full slate of post-press options to its commercial printin...

**Construction - Concrete & Masonry - Well Established** \$475,000  
Cash Flow: \$310,000  
Clarkdale, AZ  
Concrete & Masonry Company established in 1974. Primarily commercial business covering the Sedona az area with 25% growth each of the last 3 years. All equipment and vehicles included in the sale. Well trained staff of 35 employees with seasoned supervisors that will stay on. Great expansion or diversification...

Unlock details you're missing! Sign up for BizBuySell Edge

When Did You See The Sign? FASTSIGNS

FASTSIGNS continues to be the perfect business model for us to reach our personal financial goals. With FASTSIGNS' brand awareness, operational support, and training resources, we are positioned to be the predominant visual communications leader in the market.

Mark & Sharen Clevin FASTSIGNS of Carrollton and Dallas, TX

Learn More

Browse by State

From here, start going through the list and looking for businesses that you can see yourself owning.

The business name and other identifying details won’t be available yet, but you’ll be able to get basic information.

For detailed information, which you need to both value a business and structure an offer, fill out the “Contact the Seller” form on the right-hand side of any listing.

You can leave the “\$ Amount you could invest” field blank.

**BizBuySell** Buy a Business Buy a Franchise Sell a Business Tools & Advice Business Brokers Sign In

Return to search results

**Playground Equipment Manufacturing and Distribution Business.**  
Tucson, AZ (Pima County)

**Seller Financing Available**

**Outdoor Recreational Equipment Manufacture and Distribution Business.**

**Asking Price: \$950,000** **Cash Flow: \$378,027**

Gross Revenue:	\$1,220,222	Inventory:	\$100,000
EBITDA:	N/A	Real Estate:	N/A
FFSE:	\$200,000	Established:	1997

Save Print Share Valuation Report

**Business Description**  
Profitable and Growing Business with Well-Established Customers!

**Contact the Seller**

Full Name

Your Phone

Your Email

Your Zip

\$ Amount you could invest   
(from currently available funds)

Purchase Timeframe  months

Optional message to seller

☒ Yes, send me the Buyer Newsletter for popular businesses, tips, & email promotions.

☐ Learn to use your IRA/401K to buy a business: Guidant Financial (min. \$50K needed in IRA/401K)

**Contact Seller**

Business Listed By:  
**Max A. Berger, CFP®**  
Tucson Business Investments  
[Show Phone Number](#)

[View My Listings](#)

The information you provide will go to the broker who listed the business for sale.

It should only take about 15 minutes to do the search I just walked you through above and fill out the “contact the seller” form for about 20 businesses.

Once you start submitting requests for information, the brokers you’ve reached out to will start contacting you.

The first thing they’ll do is ask you to sign a non-disclosure agreement (NDA).

There’s no downside to signing these, so sign every one that’s sent to you.

Once the broker receives the signed NDA, he or she will send you the full “information memorandum” or “prospectus” on that business.

When this happens, congratulations! You’ve just originated your first deal.

From here, your next steps are to look at the information the broker provided and determine if the company is worth pursuing.

If you'd like me to walk you through what to do next...

[Click here now for information on my introductory business buying course called \*\*Dealmaker Launchpad\*\*.](#)

Cheers,

A handwritten signature in dark blue ink that reads "Carl". The signature is stylized with a large, sweeping "C" and a cursive "arl".

Carl Allen